

## Press release

Niederweningen, 19 September 2012

### **Bucher Municipal strengthens its winter maintenance business**

**Bucher Municipal, a division of Bucher Industries AG, is strengthening its winter maintenance business by organising all the division's winter maintenance activities under one management. To facilitate the integration, Bucher Municipal is increasing its shareholding in Giletta S.p.A., Italy, from 50% to 60%.**

In 2002 Bucher Municipal acquired a 50% equity interest in Giletta S.p.A. The subsequent acquisition of the German company Gmeiner GmbH in 2007 created the basis for the division to become the European market leader for salt spreaders and snowploughs for municipal and airport use. Both companies are active in the development, manufacture and sale of spreaders and ploughs. They have been highly successful and attained remarkable growth rates in recent years.

To facilitate optimal integration of the winter maintenance business into the divisional organisation, Bucher Municipal and Giletta agreed to increase Bucher Municipal's equity holding in Giletta from 50% to 60% and to incorporate Gmeiner into the Giletta Group. On 13 September 2012, Giletta acquired the assets of the Italian Assaloni.com S.p.A Corporation. The Assaloni snowplough technology, mainly the patented telescopic plough, which is well known in Europe and North America, fully complements the product range of the winter maintenance business. Furthermore, the winter maintenance activities will be expanded in 2013, with a new production plant in Kaluga, Russia, improving the operation's market position as a local producer. As a result of these developments, Bucher Municipal will be able to offer its customers a much broader range of winter maintenance products.

This integration and expansion strategy is underpinned by a new management organisation for the winter maintenance business. In addition to Guido and Enzo Giletta, Wilfried Müller,

managing director of Gmeiner, has been appointed as a member of the Giletta Board. Guido Giletta, president of Giletta, will report to Michael Häusermann, president of the Bucher Municipal division.

Customers of the winter maintenance business of Bucher Municipal will benefit from the combined know-how, the broader product portfolio and the close customer relationships. Joining forces will strengthen the market positions of the winter maintenance business in Germany, Italy, France and Russia, and increase its market share in Europe, North America and emerging markets.

Bucher Municipal is a world leader in municipal vehicles for cleaning and removing snow from roads and other areas. Its range of products encompasses compact and truck-mounted sweepers, winter maintenance equipment and refuse collection vehicles. Production facilities are located in Switzerland, the UK, Germany, Italy, Denmark, Latvia, Australia and South Korea. In 2011 the division, employing some 1 530 people, generated sales of CHF 380 million.

**Contact**

Philip Mosimann, CEO

Roger Baillod, CFO

Phone +41 43 815 80 88

E-mail: [media@bucherind.com](mailto:media@bucherind.com)

[www.bucherind.com](http://www.bucherind.com)

**Simply great machines**

Bucher Industries is a global technology group with leading market positions in speciality areas of mechanical and vehicle engineering. The company's operations include specialised agricultural machinery, municipal vehicles, hydraulic components, manufacturing equipment for the glass container industry and for production of wine, fruit juice and instant products. The group's shares are traded on the SIX Swiss Exchange (SIX: BUCN). Please see [www.bucherind.com](http://www.bucherind.com) for further information.

**Pictures from Bucher Municipal Winter Maintenance**



Spreader Giletta



Snow plough Giletta



Spreader Gmeiner



Snow plough Gmeiner

The pictures can be downloaded from <http://www.bucherind.com/html/en/3261.html>.